MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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FEBRUARY METAL TREATING INDUSTRY SALES DECLINE 0.5% FROM FEBRUARY 1985

February' billings amounted to $39.75 million, off only slightly from February 1985's total of $39.95 million.

For the year-to-date, 1986 differs insignificantly from 1985. Sales have amounted to $81.1 million in 1986 compared to $81.2 million in 1985, a difference of -0.1%.

Five out of nine MTI districts recorded gains over February 1985. Six out of nine districts improved their year-to-date figures.

A summary of percentage change by geographic regions follows:

	District	Feb 86 vs. Feb 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	14.6	12.8
2	Middle Atlantic (NY-NJ-E.PA-MD)	- 0.1	0.2
3	South Central (W.PA-OH-IN-KY)	10.2	8.3
4	Michigan	- 5.0	- 2.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	0.9	4.6
6	North Central (IL-WI-MN-MO-IA)	- 7.7	- 8.5
7	Pacific Coast (CA-AZ-ORE-WASH)	2.8	2.7
8	Southwest (TX-OK-AR-CO-LA-UT)	-18.8	-18.1
9	Canada	2.6	8.5

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METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

FEBRUARY, 1985

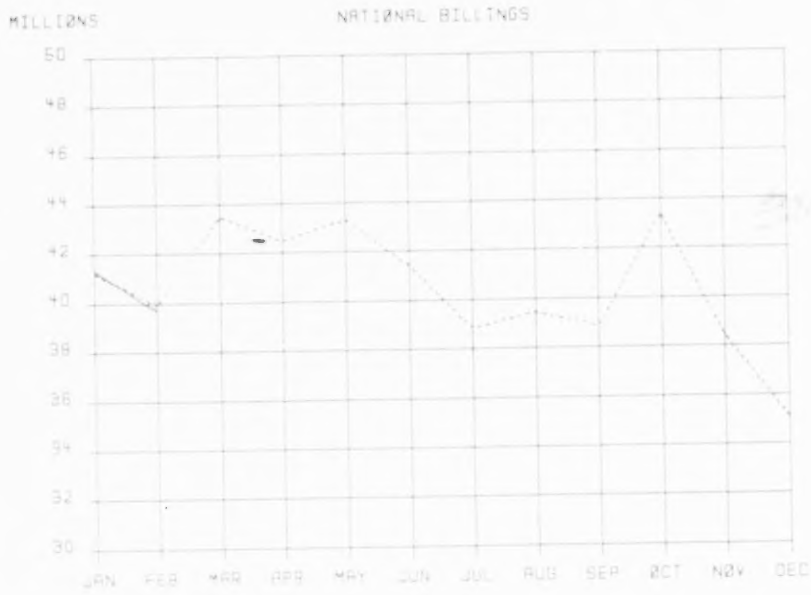
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	39948.7	39749.6	- 0.5	100.0	100.0
Dist. 1	17	2621.9	3005.6	14.6	6.6	7.6
Dist. 2	44	4528.6	4522.6	- 0.1	11.3	11.4
Dist. 3	60	6483.0	7141.2	10.2	16.2	18.0
Dist. 4	33	6553.1	6225.9	-5.0	15.4	15.7
Dist. 5	23	2162.6	2181.8	0.9	5.4	5.5
Dist. 6	49	7280.4	6722.2	- 7.7	18.2	16.9
Dist. 7	41	5402.8	5554.3	2.8	13.5	14.0
Dist. 8	25	3032.1	2462.7	-18.3	7.6	6.2
Dist. 9	16	1884.2	1933.4	2.6	4.7	4.9
Foreign	11					

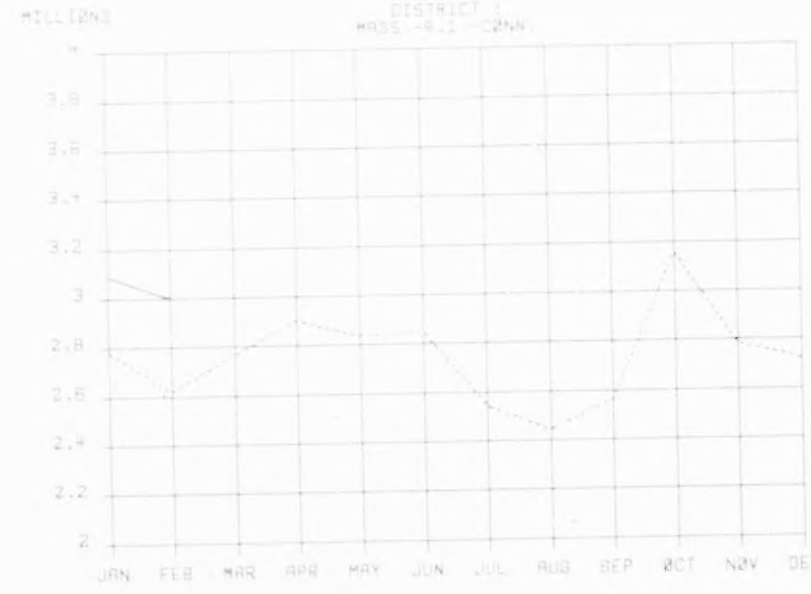
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	81185.5	81132.3	- 0.1	100.0	100.0
Dist. 1	5403.2	6097.2	12.8	6.7	7.5
Dist. 2	9162.0	9184.7	0.2	11.3	11.3
Dist. 3	13405.6	14519.6	8.3	16.5	17.9
Dist. 4	12939.7	12640.3	- 2.3	15.9	15.6
Dist. 5	4290.9	4489.4	4.6	5.3	5.5
Dist. 6	14846.9	13589.0	- 8.5	18.3	16.7
Dist. 7	11179.6	11479.7	2.7	13.8	14.1
Dist. 8	6278.5	5142.2	-18.1	7.7	6.3
Dist. 9	3679.1	3990.2	8.5	4.5	4.9

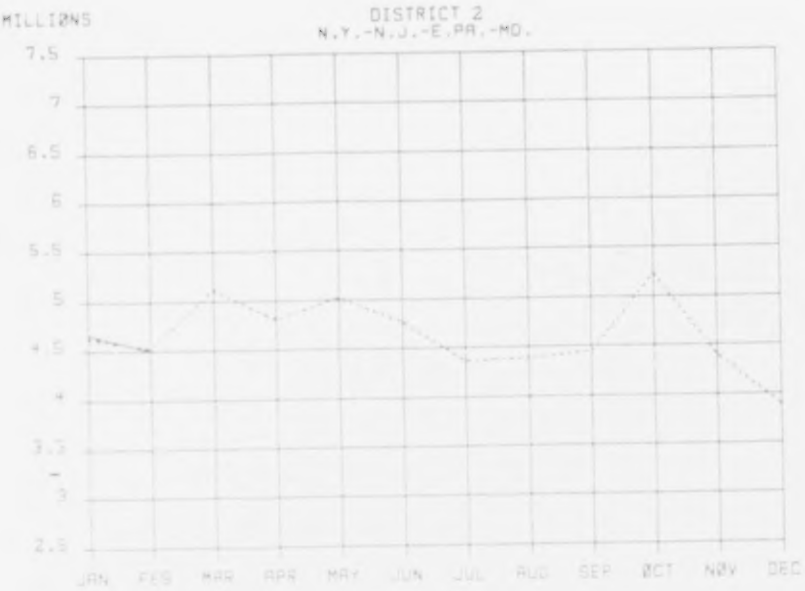
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	-0.5										
% Change	Cumulative	0.4	-0.1										



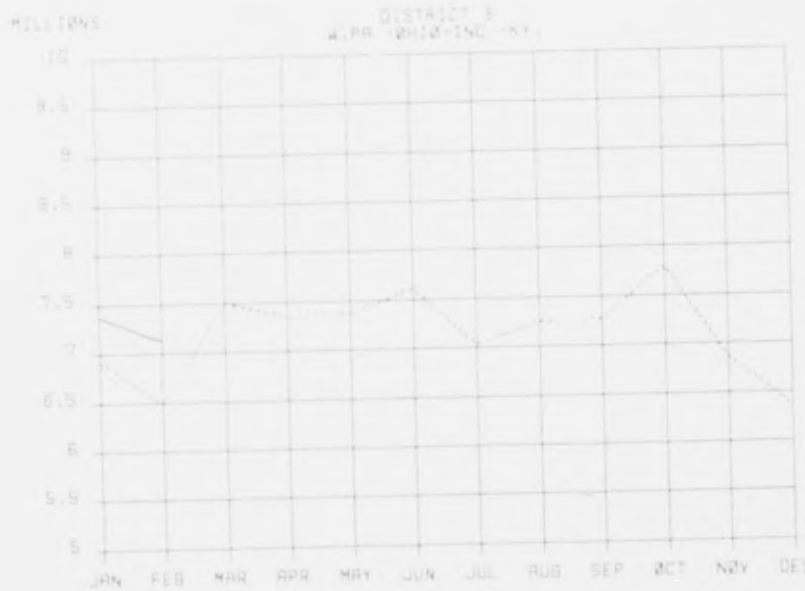
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	11.2	14.6										
% Change	Cumulative	11.2	12.8										



1985 - - - -

1986 -------

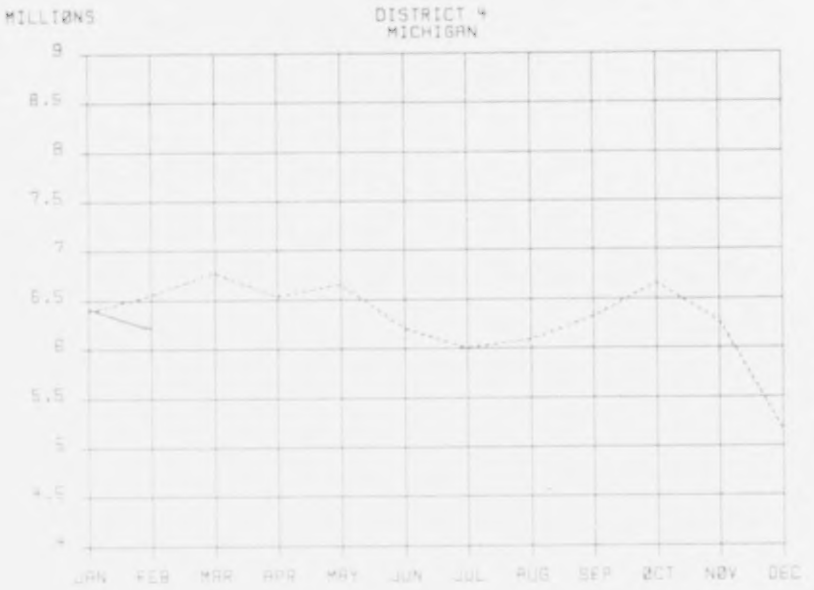
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.6	-0.1										
% Change	Cumulative	0.6	0.2										



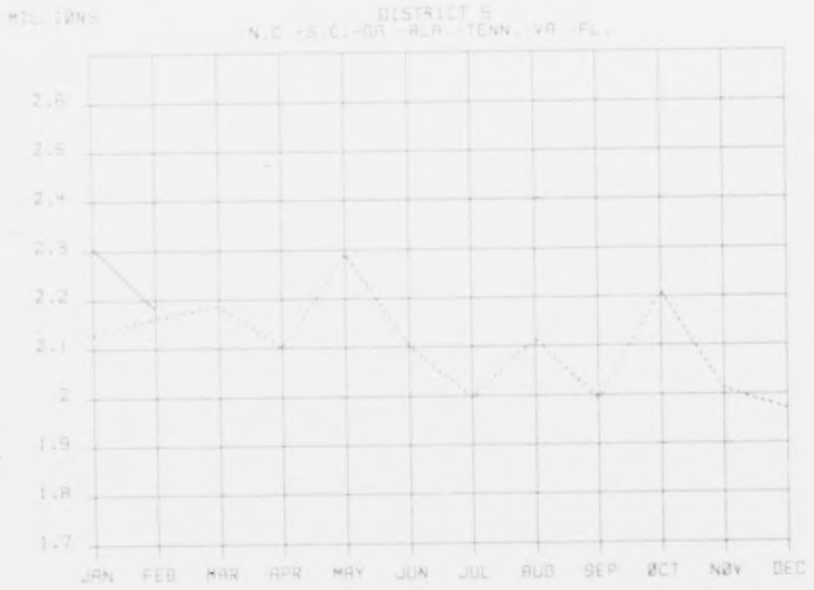
1985 - - - -

1986 -------

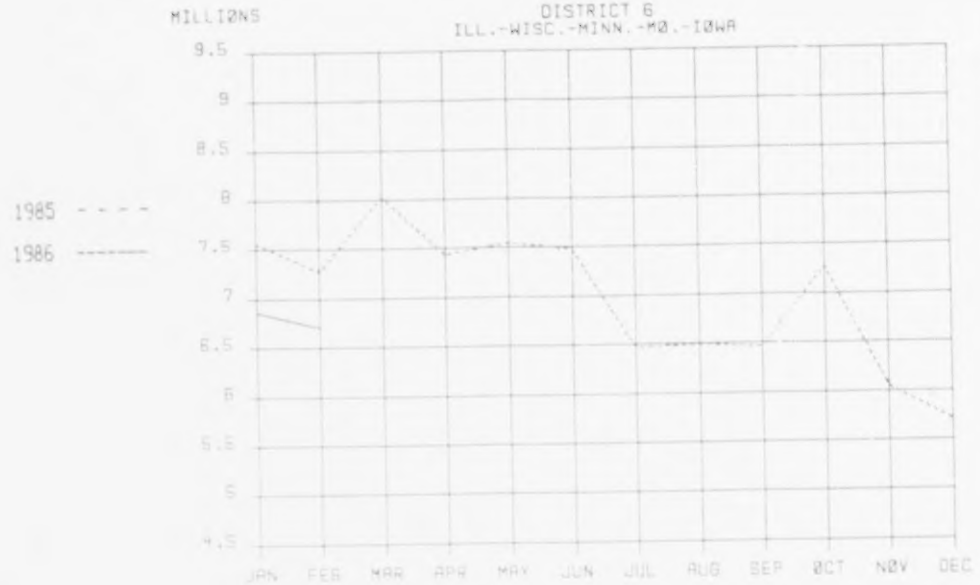
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.6	10.2										
% Change	Cumulative	6.6	8.3										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.4	-5.0										
% Change	Cumulative	0.4	-2.3										



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	8.4	0.9										
% Change	Cumulative	8.4	4.6										



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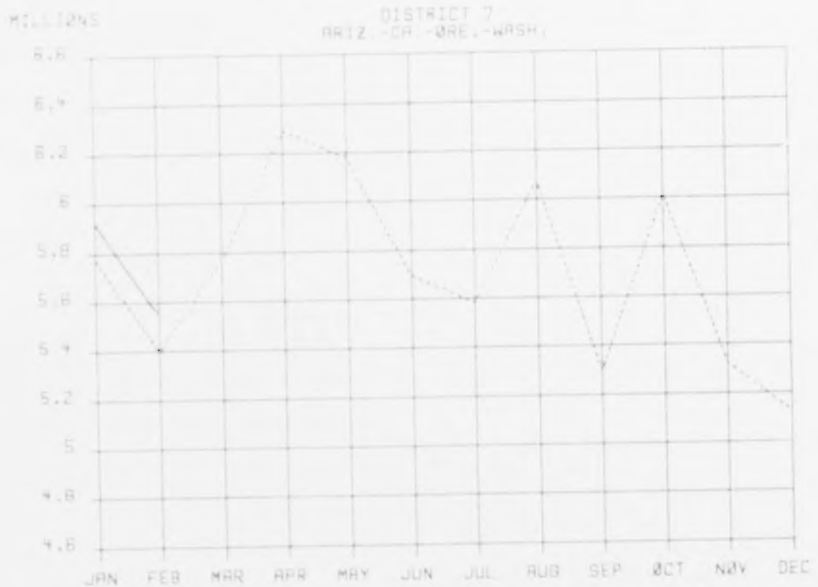
1986 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7										
% Change	Cumulative	-9.2	-8.5										



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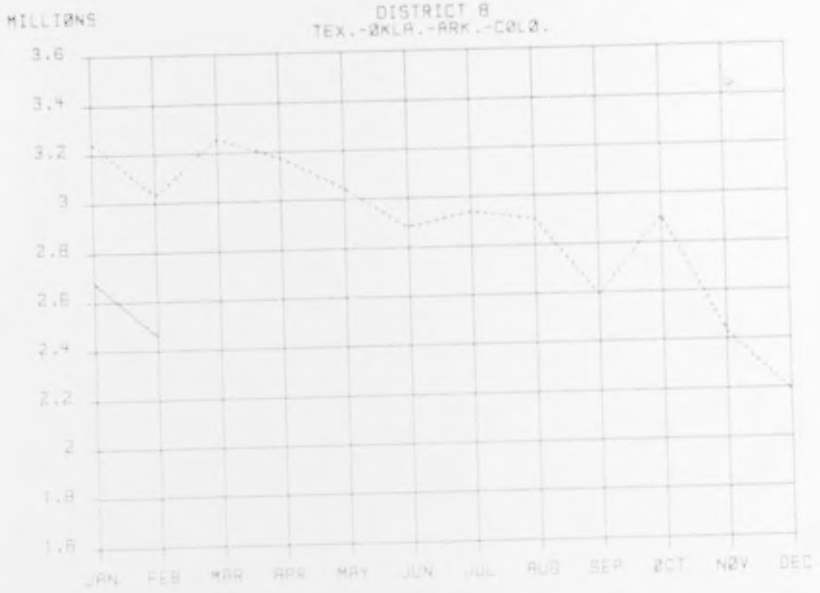
1986 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	2.8										
% Change	Cumulative	2.6	2.7										



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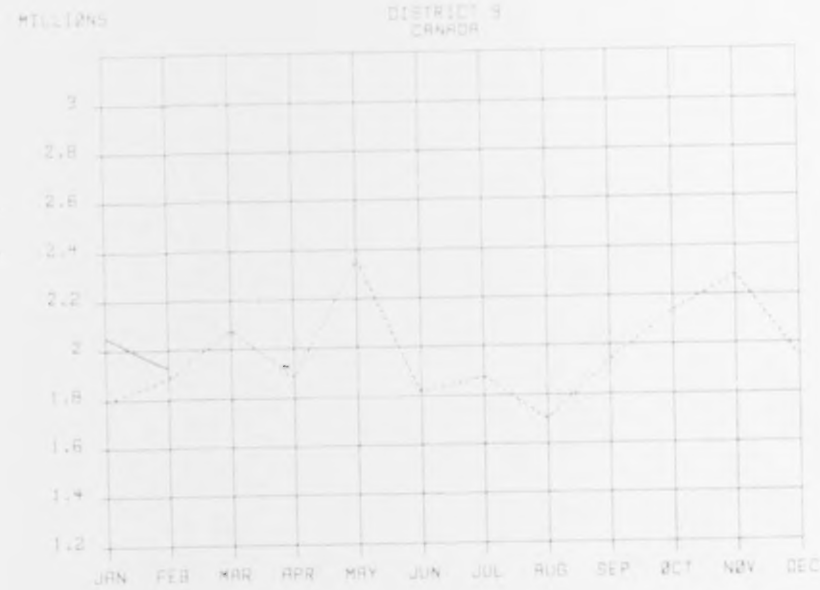
1986 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8										
% Change	Cumulative	-17.5	-18.1										



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1986 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	14.6	2.6										
% Change	Cumulative	14.6	8.5										